

# CSA Contracts

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# Learning Objectives

- ▶ Identify key components to include and avoid in contract development
- ▶ Learn best practice strategies to engage community stakeholders in contract development and implementation.
- ▶ Identify potential benefits for all stakeholders:
  - Children & families
  - Public agencies
  - Private providers

# Why Contract?



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“As you can see from the flow chart, the problem stems from a lack of direction.”

# Why Contract?

- ▶ Clarifies roles and responsibilities
- ▶ Establishes expectations for outcomes
- ▶ Protects all parties
- ▶ It is just good practice!

# Questions to ask when considering a contract...

- ▶ Any mandates?
  - State ? No.
  - Local CPMT polices & procedures, Attorney, Risk Management, Accounting, etc.
- ▶ Can desired outcomes be integrated into contract language?
- ▶ Who is responsible for contract...
  - Development,
  - Implementation, and
  - Monitoring?
- ▶ Are expectations...
  - Fair & Reasonable?
  - Enforceable?
  - Negotiable?
  - Conflicting?

# Influencing Regulations and Policies

- ▶ Federal regulations (Title IVE, SPED)
- ▶ State CSA policies
- ▶ Local government:
  - Budget/accounting
  - Risk management
  - Local attorney
  - Local policies
- ▶ Medicaid/payors
- ▶ Human Rights Board
- ▶ State License Boards
  - DBHDS
  - DSS
  - DOE
  - DJJ
- ▶ Provider Accreditation
- ▶ Provider Associations

# Everyone has a Part...

- ▶ Good contracts provide:
  - Clarity of roles
  - Defined responsibility
  - Defined expectations
  - Liability & protection
  - Ability to negotiate

So we can ...

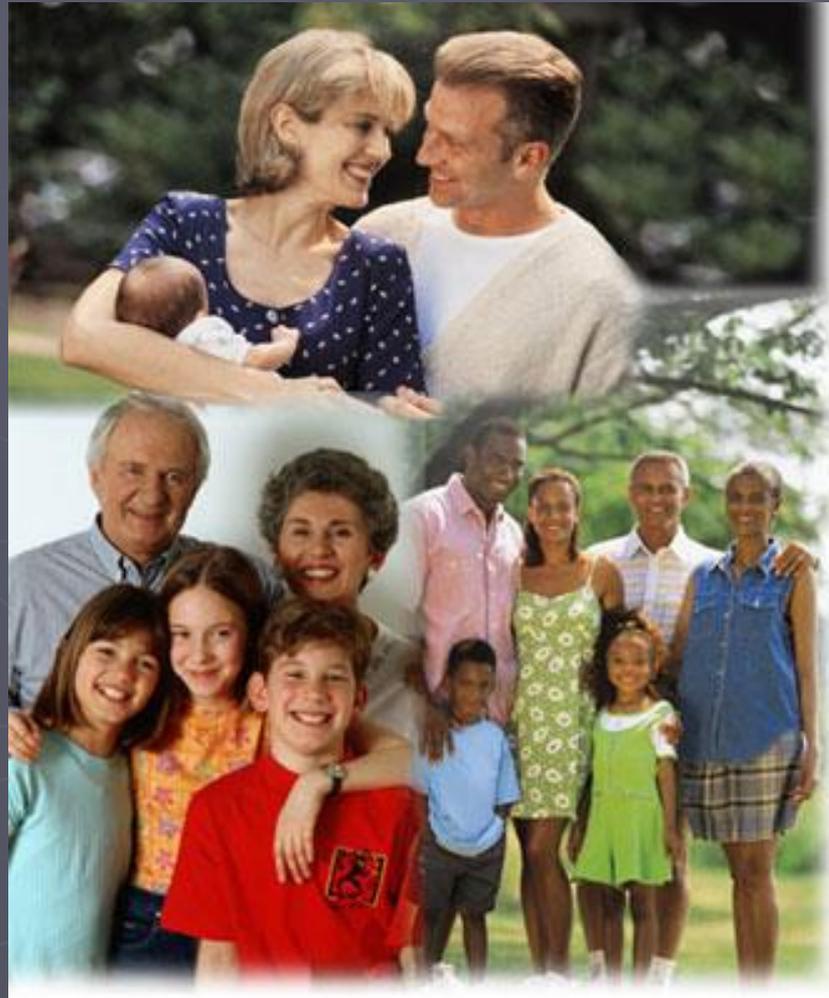
Focus on the Mission !



# Best Practice Examples

- ▶ Community partnerships for quality services
- ▶ Subcontracting
- ▶ Termination of Services
  - Services vs. contract
  - With cause or without cause

# End Results: Win/Win



# Questions?



